

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 146\146

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Mitsui OSK	73%	73%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	14%	14%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	5%	5%	22 Days	\$4.18	\$7			\$34				840 pkgs.	\$4,249
APL	4%	4%	30 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
NYK Line	1%	1%	30 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
K Line	1%	1%	24 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hanjin	1%	1%	26 Days	\$5.10	\$7			\$34				840 pkgs.	\$5,022

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, South Korea

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 4\4

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hyundai	78%	78%	15 Days	\$254.00	\$7		2%	AI				20 KT	\$5,322
Mitsui OSK	22%	22%	16 Days	\$214.00	\$7		AI	AI				18.5 KT	\$4,634

Ocean Rate Bulletin

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 12\12

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	67%	67%	19 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
OOCL	33%	33%	28 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 357\357

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	30%	30%	12 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Hyundai	26%	26%	13 Days	\$3.30	\$7			\$34				840 pkgs.	\$3,510
OOCL	21%	21%	11 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Mitsui OSK	10%	10%	12 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
NYK Line	6%	6%	17 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
COSCO	6%	6%	16 Days	\$4.05	AI			AI				840 pkgs.	\$3,402
K Line	1%	1%	13 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468

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Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 52\52

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	60%	60%	22 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
OOCL	35%	35%	19 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
NYK Line	2%	2%	26 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Hyundai	1%	1%	25 Days	\$3.49	\$7			\$34				840 pkgs.	\$3,670

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 647\647

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	34%	34%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Neptune	20%	20%	31 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
APL	18%	18%	21 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
OOCL	6%	6%	17 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
P&O Nedlloyd	6%	6%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Hapag-Lloyd	5%	5%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Hyundai	5%	5%	15 Days	\$3.30	\$7		10%	\$34				840 pkgs.	\$3,787
Mitsui OSK	5%	5%	21 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
K Line	1%	1%	21 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741

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Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 67\67

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hyundai	48%	48%	17 Days	\$3.37	\$7			\$34				840 pkgs.	\$3,569
APL	46%	46%	21 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
NYK Line	3%	3%	21 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
P&O Nedlloyd	1%	1%	20 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
OOCL	1%	1%	24 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 47\47

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	54%	54%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	37%	37%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	4%	4%	18 Days	\$4.33	\$7			\$34				840 pkgs.	\$4,375
P&O Nedlloyd	4%	4%	24 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Mitsui OSK	1%	1%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

Ocean Rate Bulletin

Seattle/Tacoma Ports To Shanghai, China

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 2\2

Month\Year: 2/2

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
OOCL	100%	100%	18 Days	\$5.90	\$7			\$34				800 pkgs.	\$5,417

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 84\84

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	32%	32%	15 Days	\$4.23	\$7		17%	\$34				840 pkgs.	\$4,895
APL	29%	29%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
OOCL	23%	23%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
Cho Yang	14%	14%	24 Days										
Mitsui OSK	1%	1%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
NYK Line	1%	1%	21 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Fresh Apples

Monthly Market Share For: January 1997

Month\Year: 1\1

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Senator	91%	91%	13 Days										
COSCO	9%	9%	10 Days	\$5.50	AI		AI	AI				860 pkgs.	\$4,730